

"NOVELTY STYLE" DUE TO ACCIDENT

Glossy Finish to Wrapping Paper a Discovery.

Many of the papers known as "novelty style" are not the result of careful study of conditions, but are the merest accidents, according to the statement of those who know the history of paper-making. The most striking example of this is the wrapping paper known throughout the business world to-day because of its peculiar glossy finish.

This paper would never have come into existence, so officials say, had it not been for the slipping of a cog in a feeding machine about twenty years ago.

When the superintendent of the paper mill left at night the feeding machine was running smoothly and the "stuff," as the pulp is called, was being fed regularly through it.

Sometime during the night that one cog slipped.

Thereafter, instead of feeding the pulp in evenly, the machine received it in lumps.

Finds it "Ruined."

When the superintendent arrived at the mill next morning he was horrified by what had happened. Thousands of pounds of material had gone through the machine and were ready for the finishing process. The superintendent was about to throw the half-finished paper back into the vat and run it out again when the manager arrived.

"We might as well take a chance on this," he said, "inasmuch as we'll spoil the quality of the paper by running it back again."

So they did, and instead of the dull finish of other days, they obtained the brilliant glossy effect. Immediately the astute manager took samples of the paper and started for New York with it. When he arrived there he showed the "new style" paper to several big merchants who instantly bought up his entire supply at 1 cent more a pound than they were paying for regular paper. Returning to his native town, the manager ordered more of the paper, and to-day among many merchants there exists the old belief that glossy wrapping paper is more expensive of production than that with a dull finish.

Costs Less to Produce.

"As a matter of fact, it costs less," was the explanation of Alfred Tennyson, manager of the city sales department, "for you can eliminate from it the expenses of maintaining in the machinery one cog."

This is one of a series of fortunate accidents by which unique effects in paper have been obtained. It is said that the average manager of a pulp mill is invariably torn between ecstasy and grief when anything breaks. The ecstasy comes from the hope that something marvelous will result from the breakdown. The grief is that it won't.

There is a form of tissue paper that is the result of a fortunate accident. This tissue to-day is very expensive, because after the mishap it was necessary to completely rearrange the machines so as to conform with the new style.

Most of the accidents come during the feeding of the pulp into the machine which brings it out as rough paper.

INTERIOR OF STATIONERY STORE.



ALWAYS ON THE JOB.

"Cap" Daly One of the Factors in Perfect Organization.

One of the men who stands as a symbol of the success of the R. P. Andrews Paper Company is "Cap" Daly, vice president of the organization and a man who has been in the paper business longer than many of the employees have lived.

"Cap," as every one calls the vice president, is a quiet, undemonstrative man who never raises his voice and never appears perturbed. But any one will tell you that the "Cap" is always and eternally on the job.

FINDS ALL THE ERRORS.

L. F. Valentine the Right Man for the Place.

Auditing and generally watching out for the bookkeeping of a concern of the size of the R. P. Andrews Paper Company is no joke, and the man who holds the position must be a man who has been previously tried under the most exacting conditions and must have measured up to his mark.

Such a man is L. F. Valentine, secretary of the R. P. Andrews Company and formerly a high official in the Standard Oil Company. He has created a place for himself that no other man in the office could fill. If a commission man makes an error, Valentine finds it. If a bill of goods has been sent out and the report on it is overdue, Valentine knows it. He is a large factor in the perfect system that makes the company almost infallible.

The Barriers Are Up.

From the Indianapolis News. They're off at Washington in the leave-to-print stakes.

SHIPMAN'S
COMMON
SENSE
BINDERS.

SHIPMAN'S
ADVANCE
CATALOGUE
BINDERS.

SHIPMAN'S
STUB
FILES.

Asa L. Shipman's
Sons,
NEW YORK.

SOLD BY
R. P. Andrews Paper
Company,
TWO STORES.
625-29 Louisiana Avenue.
1331 F Street N. W.

"Let the 'Hurry-up' wagon bring it to you."

Fletcher Paper Company.

ALPENA, MICHIGAN

Manufacturers of

Sulphite, Express, Manila,
and Fiber Papers

Capacity 80,000 Pounds Per Day

If You Want "QUALITY," Demand
"FLETCHER" PAPERS

R. P. ANDREWS PAPER CO.

Distributors of This Mill for the District of Columbia

The Standard Line for Nearly a Century

DAVIDS' INKS AND ADHESIVES

Manufactured by

THADDEUS DAVIDS CO.

NEW YORK, U. S. A.



Davids' Electro-Chemical Writing Fluid (Blue Black). The best ink for office and home use. All sizes.

Davids' Non-copying Carmine Ink. All sizes. Will not offset. The bookkeepers' favorite.

Davids' General White Paste; made in all sizes of jars and tubes. The best for mounting photographs, home and library use.

Davids' Gibraltar Mucilage; guaranteed to be pure gum arabic. The name given it denotes strength.

Davids' Sealing Wax; made in all size sticks and colors. Special attention is called to our Fancy Oval Stick for ladies' use.

Insist upon getting Davids', and you will get the best.

ESTABLISHED 1825



R. P. ANDREWS PAPER COMPANY

TWO STORES

1331 F Street N. W.

625-629 Louisiana Avenue

WHOLESALE

R. P. ANDREWS PAPER COMPANY

RETAIL